Arizona State Retirement System Board



Private Equity Asset Class Review

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Discussion Items

- ASRS Private Equity Program Background
- Where Are We Now (November 2008)
- Current Areas Under Review
- Private Equity Market Update/ ASRS Performance Report (Ennis Knupp)

ASRS Private Equity Program Background

Board Authorized Private Equity Program October 2006

Private Equity Program Manager Hired January 3, 2007

Consultants Hired May 1, 2007

Strategic Plan Approved July 20, 2007

Private Equity Committee First Meeting July 27, 2007

Tactical Allocation Plan: Approved August 2, 2007

First PE Investment Manager Approved September 26, 2007

32 Managers Subscribed, 9 in Discussions Today

ASRS Private Equity Program Background

Allocation and Performance Objectives

Strategic Asset Allocation Policy:

5% +/- 2% of ASRS Total System Fund (TSF)

(TSF) = \$25B when initiated = \$1.25B to 1.75B invested)

Over-commitment of Funding Recognized to Meet Investment Goal

Benchmark Returns:

Absolute Return = 11% net (Actuarial Return 8% plus 3%) – over 10 yrs

Relative Return = Russell 3000 + 300 bps net over 10 years

ASRS Private Equity Program Background

Investment Planning (long-term)

Asset Class Categories:	Allocation ⁽¹⁾	Returns
Corporate Finance	65% (55-75%)	10-20% Net
Special Situations	25% (15-35%)	10-15% Net
Venture Capital	10% (5-20%)	15-20% Net

⁽¹⁾ The "Targets" are included in the Strategic Plan and represent guidelines for a mature program subject to economic change or crisis.

<u>Tactical Investment Themes – Invest In:</u>

- Mid to smaller size companies where leverage multiples are smaller (preference)
- Recession resistant sectors (preference)
- Build companies organically

- •32 Investment Managers Signed Since September 2007
- Committed Capital (all 32 Managers)
- •9 New Managers by Year End Additional \$'s
- Capital Drawn by 27 of 32 Managers
- •Capital Committed to the 2.d. Managers
- Capital Drawn/Capital Committed
- Capital Drawn/Total ASRS Plan Value

(1) Target - 5% +/- 2% of Total ASRS Fund

=\$ 1,283 MM

520 MM

248 MM

=\$ 1,023 MM

24.2%

 $1.24\%^{(1)}$

Total Targeted Portfolio Company (1) Size – to Date (# of Funds) Subscribed Capital Committed \$MMs

Mega/P2P	Large	Midsize ⁽²⁾	Small/Micro ⁽²⁾	Totals	Asset Class
(3) \$170	(3) \$180	(9) \$420	(5) \$168	(20) \$938	Corp Finance
(2) \$130	(1) \$40	(2) \$90	(1) \$20	(6) \$280	Special Situations
NA	NA	NA	(6) \$65	(6) \$65	Venture Capital
(5) \$300	(4) \$220	(11) \$510	(12) \$253	(32) \$1,283	<u>Totals</u>

- (1) The Portfolio Companies under Partnerships is approximately 200
- (2) 72% of the Managers for 60% of Committed Capital targets Midsize and Small Companies

PE Asset Allocation July 2007 (Initial) and November 2008 Data

	Invested-Actual	Invested – Plan	ted – Plan Invested New Base	
Total Plan Size	\$20B	\$25B	\$25B \$20B	
% Allocation	1.24%	5%-7%	5%-7%	
Capital \$MM	\$248(1)	\$1,250-\$1,750 ⁽¹⁾	\$1,000-\$1400 ⁽¹⁾	\$1,283 ⁽²⁾
Corp Finance	\$156 (63%)	55-75%	74-103%	\$938 (73%)
Special Sits	\$80 (32%)	15-35%	38-53%	\$280 (22%)
Venture	\$12 (5%)	5-20%	6-8%	\$65 (5%)

Notes: (1) Invested/Drawn Capital. (2) Committed (Subscribed) Capital (5-6 year Draw)

RFP Released to Out Source Back Office

- -Private Equity, Real Estate, & Opportunistic Classes
- -Solicitation for Discretionary Private Equity Managers

RFP for Separate Account (Discretionary) Managers

–An RFP response for the above is slated in December. The Private Equity Committee and the Investment Committee will consider investment additions that may result from solicitation awards.

- •Strawman planning numbers suggest an additional PE Subscription commitment of \$1B over three years raising ASRS total estimated Subscribed Capital from \$1,803 to \$2,803 MM.
- •Time to actually invest this additional capital would be stretched over Calendar Year 2009 through 2015.

Current Areas Under Review

- -Mezzanine Funds (High Coupons, Equity Kickers, 2-3 Year No Calls)
- Secondary Sales Rapidly Growing Supply as Banks, Insurance
 Companies deleverage and Pension Plans suffer from Asset Value
 Decreases
- -Large, Midsize, and Small Buyout, Special Situations with deal sizes less than \$1B present opportunities at falling valuations.
- -Corporate Spin outs and By & Build Strategies for Strategic Sales will stimulate M&A and Private Equity Investing for those that have liquidity
- -Venture has its place (Later Stage "B" Tranche on though Growth Equity and transition to Small Buyout)
- -Continue with Recession resistant investing or in areas that present overriding demographics

Private Equity Market Update/ ASRS Performance Report (Ennis Knupp)

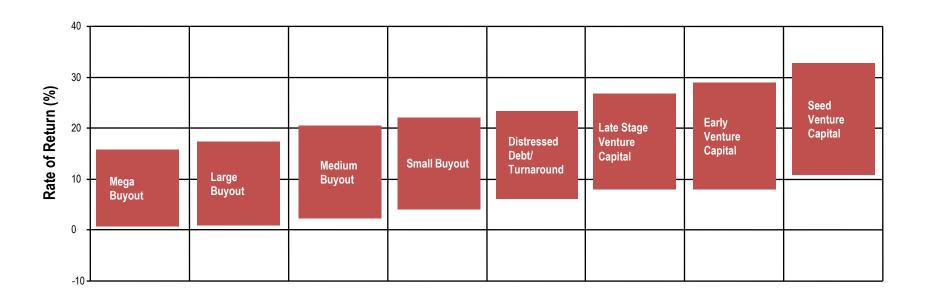
Topics

- Private Equity Market Overview
- Investment Distribution (Strategy, Industry, Geography)
- -Return and Benchmark Data
- -Projected cash flow pacing of investments

Private Equity Market Overview

- Current private equity market environment
 - Credit crisis impacts funds' ability to obtain acquisition debt resulting in slower deal flow
 - Valuations have started to come down on private companies since public market valuations have declined, providing attracting buying opportunities
 - Exiting through M&A has become the only viable exit since IPO and recapitalizations are unavailable
- Despite the weak economic environment, opportunities continue to exist within the various private equity strategies
 - Buyout
 - Distressed debt
 - Mezzanine
 - Venture Capital
- Market impact on ASRS' private equity program
 - ASRS is new to private equity focus on buying opportunities vs. exiting
 - Attractive opportunities and strong return potential continues to exist for ASRS

Private Equity Risk/ Return Spectrum

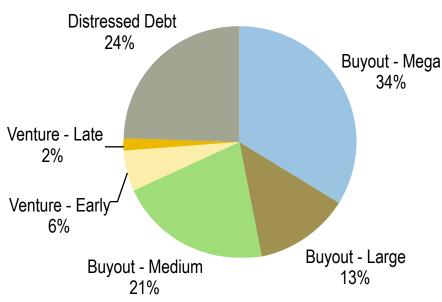




ASRS Private Equity Program – Diversification As of June 30, 2008

Strategy Diversification by Fund Size

Strategy Diversification by Portfolio Company Value



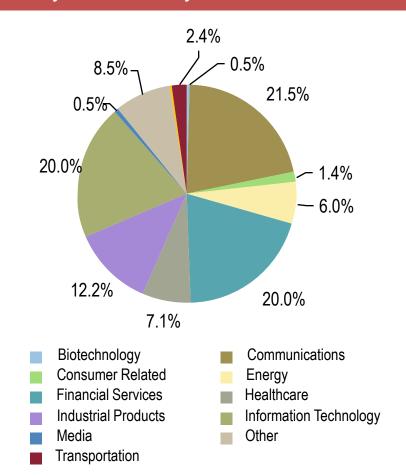
Strategy	Allocation
Corporate Finance:	65% (55-75%)
Special Situations:	25% (15-35%)
Venture Capital:	10% (5-20%)

Small 20%	Mega 28%
	Large 8%
Medium 44%	

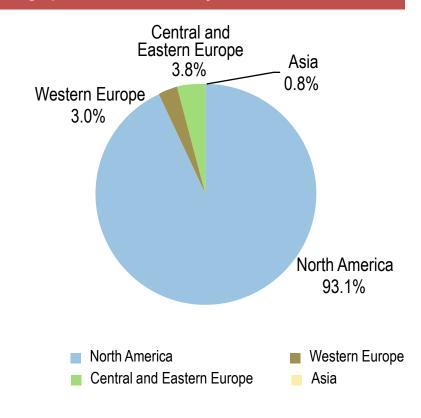
	Allocations by Fund Size	Allocations by Portfolio Company Value
Small:	< \$500 MM	Company value < \$100MM
Medium :	\$500 MM – \$1 B	Company value \$100MM - \$1B
Large:	\$1 B – \$5 B	Company value \$1 B - \$3 B
Mega:	> \$5 B	Company value > \$3 B

ASRS Private Equity Program – Diversification As of June 30, 2008

Industry Diversification by Market Value



Geographic Diversification by Market Value



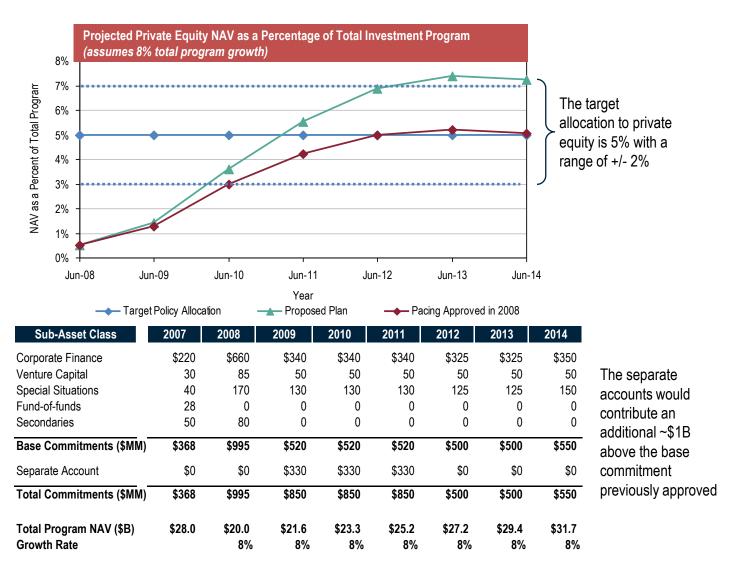
ASRS Private Equity Program – Return and Benchmark As of June 30, 2008

ASRS' private equity program benchmark returns will not be meaningful until at least two to three years into the life of each fund.

	TVPI			Net IRR from Inception			
Strategy	Portfolio	VE Benchmark ¹	Over / (Under)	Portfolio	VE Benchmark	Over / (Under)	
Venture Capital	0.9x	0.9x	0.0x	(11.3%)	(9.0%)	(2.3%)	
Buyouts	1.0	0.9	0.1	(6.9%)	(28.0%)	21.2%	
Special Situations	0.9	0.9	-0.1	(24.4%)	(11.4%)	(13.0%)	
Total Fund	1.0x	0.9x	0.1x	-14.0%	-18.7%	4.7%	

	Returns			Benchmark		
Strategy	TVPI	Net IRR	Time- Weighted	Absolute Return	Russell 3000 + 300bps	
Total Fund	1.0x	(14.0%)	(9.1%)	11.0%	(15.4%)	

Projected Cash Flow Pacing of Investments



Appendix

A. ASRS Manager Status